



WESTERN PRACTICE SALES

John M. Cahill Associates

#CC-1017

Vacaville, California

Vacaville is a family-oriented community with a population 100,000+. This little gem is hidden between Sacramento and San Francisco. Located by Genentech, this quality practice is known for providing the best dental care to a thriving patient base in a warm & caring atmosphere, at this proven location!

The Doctor averages 8-15 patients on relaxed 2-days/ week schedule and welcomes approximately 10-15+ new patients/per month.

The office is conveniently located in an attractive, well-maintained, free-standing Retail Shopping Plaza with good visibility and easy accessibility.

The office occupies approximately 1,500 square feet and consists of 4 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and Restroom.

Full Price: \$130,000

For further details or on-site visit, please contact:

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▶ **Honesty** ▶ **Integrity** ▶ **Professionalism** ▶ **Experience**

We look forward to serving you

CC-1017

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$130,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours				8 – 5			8 – 5
Doctor's Hours				8 – 5			8 – 5

Type of Practice: **General** Reason for Selling: **Relocation**Years established: **~ 15+ yrs** Days worked past 12 months: **~ 80 days/yr**

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned? **No** Is building available for purchase? **N/A**Is the space leased? **Yes** Is lease renewable? **Yes** Is lease assignable? **Yes**Term of Lease: **5 yrs** Expiration date: **December 2022**Do you share space with another dentist? **No**Rent per month **\$2,250.00/month** Common area, maintenance fees /taxes included? **Yes**If not included, current amount paid? **N/A** Are utilities included? **Yes, Water & Parking**Is the rent considered above, below or at fair market value? **Below Market**Type of Building: Condo **Free-standing X** Professional **Retail Center**Office Square footage: **~ 1,500 sf** Carpet? **Yes** Air conditioning? **Yes**Number of fully equipped ops: **4** Plumbed for additional ops? **No**Reception area: **Yes** Dark room: **Yes** Doctor's office: **Yes** Lab: **No**Business office: **Yes** Restrooms: **Yes** Sterilization: **Yes** Storage: **Yes**Digital X-ray: **Yes** Cerec: **No** Laser: **No** Intra-oral Camera: **Yes** 3D Imager: **No**Description of office building, Location and attributes of practice (a brief description): **Attractive, well-maintained, free-standing Retail Shopping Center w/ ample parking, good visibility and easy accessibility**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	3	Diagnostic	8	Adjunctive	8	Dentures	11
General Operative	6	Endo	< 1	Ortho/TMJ		Perio	8
Oral Surgery	8	Cosmetic	< 1	Crown/Bridge	42	Implant	4

What services/procedures are referred out? (i.e. Oral Surgery, Endo, Perio, Ortho, Pedo)

Refer Complex Endo, Oral Surgery, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 30 Insurance/PPO 10 Denti-Cal 30 Capitation (HMO) \$ 1,700/month

Are you a Delta Provider? Premier Only _____ Premier + PPO _____

***Delta Premier:** Dentists enrolling for the first time in the Premier Network are also being required to enroll in the PPO network. The requirement to sign with both networks will result in treatment provided to those Delta PPO patients within the practice being reimbursed at the PPO level, without the ability to balance bill those patients to Premier rates. This could result in a reduction in the practice collections that could lower the buyer's projected income depending on the amount of Delta DPO patients in the practice who have actually paid the difference between the fee schedules.

Does your practice participate in "Care Credit"? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

Delta Dental, Care USA

Estimated Number of Active Patient Files: **Number to be defined by Buyer's Due Diligence Process***

***SELLER IN NO WAY WARRANTS THE EXACT ACCURACY OF PATIENT FILES. IT IS THE BUYER'S RESPONSIBILITY TO DEFINE AND VERIFY ACTIVE PATIENT FILES WITH A CHART REVIEW. PRACTICE VALUE IS PREDOMINANTLY DETERMINED BY SELLER'S COLLECTIONS. SELLER'S COLLECTIONS CAN BE INDICATIVE OF THE NUMBER OF ACTIVE PATIENTS AND TYPE OF PROCEDURES PERFORMED.**

Average number of New Patients per month for past 12 months: **~ 15 – 16/month**

Average number of patients per day? Per-Doctor: **~ 8 - 15** Per-Hygienist: **0**

Hygiene days per week: **N/A**

Average age of patients: **Full spectrum of Family Range**

Does the office have Nitrous Oxide? **No**

Type of recall system used? **Phone Call Reminders**

Number of recalls per month? **~ 40**

What types of Practice Promotions? **No**

Phone Book Advertising? * **No** * *Phone book advertising contracts will be the responsibility of buyer after transition.*

EQUIPMENT & LEASEHOLDS

Occasionally some specialized items may be excluded from the sale, such as: Articulators, Endo and/or Implant Systems. These items will be referenced as "excluded" on Seller's Equipment list. In addition, Buyer understands that the following items may also be excluded from the sale: diplomas, certificates, cameras, photographs, artwork and miscellaneous personal items.

Describe age and characteristics of leasehold improvements:

Average age of Equipment: ~ 8 – 10 yrs

Any equipment leases? **No** Equipment is right/left-handed/convertible? **Right**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
Front/Back	5 days/40 hrs/wk	Nov 2014		No
RDA	5 days/40 hrs/wk	Feb 2018		No
Front Office	5 Days/40 hrs/wk	Jan 2018		No

Do family members work in the office? **No** If yes, how much are they paid? **N/A**

Has staff left the practice recently? **No**

Is there a practice management consultant? **No**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Computer Reports:

2018 \$ 193,029 2017 \$ 194,010 2013 \$ 484,350

***Collection amounts are approximate and should be verified by Buyer**

Is pegboard or computer? **Computer** What type of computer? **Dell**

What software? **Easy Dental** Is software transferable? **Yes, Transfer Fee, if applicable, to be paid by Buyer**

Fees Schedule: **Available upon request**

NOTE: The Seller has furnished the preceding information to WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES. This information has not been verified. A potential Buyer should verify the accuracy of all information to his/her own satisfaction.

WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES are agents of the Seller and therefore represent the interest of the Seller. We strongly advise a potential purchaser to seek independent counsel to represent his/her interests. Counsel may be, but is not limited to, an attorney, accountant, appraiser, broker or management consultant. Fees of such counsel are the sole responsibility of the purchaser.